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# BUSINESS OPPORTUNITIES IN ENERGY CONSERVATION AND ENVIRONMENTALLY COMPATIBLE DEVELOPMENT

The Department of Natural Resources and Conservation (DNRC) offers specialized services to advance business opportunities in technologies, products, and services that capitalize on responsible uses of energy and the environment. Through the Business Development Team, DNRC promotes new business opportunities that maximize energy sustainability, optimize use of natural resources, and benefit Montana's economy.

DEPARTMENT OF NATURAL RESOURCES AND CONSERVATION • CONSERVATION AND RENEWABLE ENERGY BUREAU



# BUSINESS DEVELOPMENT SERVICES

## TECHNOLOGY SERVICES

The Business Development Team assesses the market potential of technologies and assists in commercializing them.

## BUSINESS SERVICES

The Business Development Team assists the private sector with product development, business prospectus, product marketing plans, and securing financing sources. It also coordinates with state and local economic development agencies to aid in focusing on energy and the environment. Members of the Business Development Team have direct experience in marketing, finance, economic development, and small business ownership, in conjunction with an understanding of the unique issues that affect Montana.

## INFORMATION SERVICES

The Business Development Team has access to information sources and technical expertise. Economists and engineers on staff can be consulted, and trade journals, industry, and governmental publications are monitored to keep current on technologies, legislation, and state and regional economic conditions.



## TELECOMMUNICATION TECHNOLOGIES

Telecommunication technologies can boost Montana's economic and business potential. The Business Development Team encourages a telecommunications infrastructure in Montana.

## TELECOMMUTING

Results of telecommuting demonstration projects across the country indicate that telecommuting reduces the operating costs of businesses, improves employee productivity, enhances morale, provides significant personal benefits to participating employees, and results in conservation of energy, reduction in automotive emissions, and other societal benefits.

## ALTERNATIVE FUELS

The Business Development Team encourages the production of alternative fuels such as ethanol, compressed natural gas, and liquid propane as a strategy for economic development and energy sustainability.

## SOLAR TECHNOLOGIES

The Business Development Team seeks opportunities for business and market development of solar products, and new solar businesses and manufacturers in Montana.

Questions about these topics may be directed as follows:

Recycling, Solar Technologies - Charity Watt, 444-6774

Wood Waste, Alternative Building Materials, Alternative Fuels - Jon Biggs, 444-6780

Coal Ash, Telecommuting, Telecommunications - Ann-Marie Gritzuk, 444-6771



# CURRENT PROJECTS

## RECYCLING MARKETS

Statewide recycling efforts are challenged by Montana's rural environment and distances from out-of-state markets for recycled materials. The Business Development Team was created to benefit statewide recycling efforts by reducing costs associated with collection and transport of recyclable materials, and by identifying opportunities to manufacture goods from recycled materials in Montana.

## USE OF WOOD WASTES

Productive use of wood waste saves energy and offers value-added opportunities to Montana's wood products industry. New business opportunities exist in using wood wastes as materials for manufacturing wood products.

## ALTERNATIVE BUILDING MATERIALS

Montana must use its primary resources more efficiently while minimizing the need to dispose of resultant waste. The production and use of alternative building materials embodies these ideals.

## USE OF COAL ASH

Montana coal ash currently is marketed for its superior quality in concrete, showing promise for this and other applications. Productive use of Montana coal ash creates new business opportunities while alleviating potential environmental hazards of unnecessarily disposing of the ash.



# ENERGY, ENVIRONMENT, ECONOMY...THE LINK

## ENERGY

DNRC promotes business opportunities that add to a sustainable energy future. These businesses contribute to the wise use of energy and help us to preserve the environment.

## ENVIRONMENT

Statewide, industries and municipalities discard some 3.2 million tons of waste each year, posing problems of disposal and damage to the environment. Estimates indicate that these wastes could be used in an environmentally and economically sound manner to supply or conserve the equivalent of 10 to 20 percent of the state's current energy consumption.

## ECONOMY

Montana needs to encourage a growing economy that keeps energy and the environment in mind. New business opportunities are emerging that accomplish this.





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